

Buffalo Bulletin

10/94

■ *I am convinced that life is 10% what happens & 90% how I react to it. And so it is with you... we are in charge of our Attitudes.*

What's Hot



- Region Changeover of Part-timers to HH's
- Accurate SIS Reporting *(Guidelines will be provided on how to report promotions.)*
- Revised Gap strategy within parameters of Budget given each Division.
- Speedy response time on Suspense Materials.
- Safe Driving Program
- Las Vegas Retailer Sweepstakes
- Balance between Earnings/Share
- Maximize VAP opportunities. These will play a more important role in '95.

What's Not



- Poqet Problems
- Promoting both Doral & Monarch in the same account.
- Excessive promotional spending
- Syracuse
- NHL

Happy October Birthday!!!

☺ As a reminder:

The ROU will be requesting from all Management a list of Local Performance Award Winners in '94. Winston-Salem requires this info.

*** At the beginning of this month, the Company instituted a new printer system giving the ROU the ability to send reports from Winston to your Home. This decreases the amount of reports coming into the ROU to be sorted. Hopefully, you are receiving your reports on a more timely basis, if not, please let Amy know! If your reports are incorrect (i.e. *wrong territory, duplexing two territories*), also let us know.

Stan Cottrell
Colleen Acquilla
Robert Tatro
Mike Fallanca
Ray Plourde
Anthony Zecca
Kurt Jurgensen
Ben Jeffers
Jim Lucas
Carissa Cole
Ihor Miskewycz
Roger Farmer



Stacey Schneider
Chuck Hadley
Paula Notorianni
Denny Neaf
Todd McMahon
Dave Alajko
Scott Yudess
Carolyn Storm
Rob Ritenauer
Renee Duszynski
Darren DeRose
David Johnson

A Look Ahead



- Once everyone has been through the Safe Driver Program, Fleet will send out certificates, which if sent to your insurance agent, may lower your personal car insurance.
- *Congratulations to Sharon Schwalm!! She has been promoted to Special Accounts Manager in Division #1642.*
- Individual Division Annual Meetings will be held in the first two weeks of December.
- The new Focus Program will begin October 31, 1994 and run through April 28, 1995.

Pay Register Deadlines Pay Register

1622 - Wednesday, October 12th
1623 - Friday, October 14th
1624 - Monday, October 17th
1626 - Wednesday, October 19th
1632 - Friday, October 21st

Pay Register Reminders

- * Please remember to submit a 7101 with any changes made to the Pay Register.
- * All Pay Register checks are being mailed from Winston-Salem by October 31st. If an account does not receive their check, please contact Amy only after December 1st. The bank must allow for mailing time. After December 1st, the check can be stopped and reissued.